

Presenter script for the pilot

Slide 1 A bounded pilot for proposal decisions

This proposal starts with the operating issue. The note says approvals take too long, but it also identifies missing commercial inputs and unclear ownership. We propose a six-week pilot with one team to examine those decisions and handoffs. We have not established the cause of delay or a quantified benefit. The immediate decision is to confirm the objective, reviewer and necessary capacity.

Slide 2 The source supports a bounded investigation

Separate the supplied facts from the hypothesis. The note records incomplete inputs and unclear ownership. It does not measure how much delay each factor causes. The suggested response is to map the decisions and test a bounded workflow. Buying a writing tool remains an alternative to examine once the cause is better understood. Reviewer capacity and specialist coverage are still open.

Slide 3 The suggested scope remains six weeks and one team

The source boundary is six weeks and one team. The suggested work organizes the decision map, evidence and recommendation. It also prepares related materials for review. The suggested outputs and acceptance criteria require customer agreement. This is a scope-preparation example, not a complete or effective statement of work. No organization-wide rollout is included in the source.

Slide 4 A shorter schedule needs an explicit delivery decision

The second conversation requests four weeks without specialist coverage and the same outputs. That request does not prove equivalent delivery. An alternative person needs the relevant judgment, authority and available capacity. Phasing may change the sequence while preserving the intended wider result. Reducing outputs changes the promise and requires a different decision. None of these options is automatically approved.

Slide 5 The clarification preserves the current proposal

The third interaction clarifies that four weeks is an option rather than an agreed replacement. A practice lead can review scope, but specialist capacity and commercial inputs remain unresolved. We retain the six-week proposal as the working reference. We preserve the earlier request and its status, rather than erasing it. The proposal, script and commercial assumptions require targeted review. The original source inventory remains valid.

Slide 6 The next decision is the delivery boundary

The next decision is to select the delivery boundary and resolve capacity. The workbook requires approved effort and rate inputs before calculating an estimate. This example has no approved estimate, signed contract, live customer processing or measured commercial outcome. Review each affected revision and authorize release separately. The sample material demonstrates continuity and connected work, not completed delivery.

Questions to prepare

Can we promise four weeks? No. That remains an unconfirmed option.

Does this prove a faster process? No. The source does not measure an outcome.

Is the outline a full SOW? No. Full drafting, contracting decisions and approval are separate.